

# Key Account Manager - Group Purchasing Organizations - Truck Tire

## Vos activités

### HOW YOU WILL MAKE AN IMPACT

#### SG 11

The preference for this position is to be located local to the Fort Mill, SC office. However, Continental will consider a remote employee with regular travel to the office for internal candidates only.

Create, implement and manage profitable growth within the segment. Communicate account strategies through regional channel and cross functional areas. Individually manage each account strategy to support the overall Continental Tire the Americas (CTA) business units' profitability targets. Coach regional Territory Sales Managers to interface with accounts in their territories, ensure implementation and support of strategy on a corporate level.

#### ESSENTIAL FUNCTIONS:

- Select target accounts, increasing Continental's share of target accounts business and subsequently managing each account individually as a mini business to ensure profitable growth, by growing sales volume on new and retread products, improving price positioning, improving product mix, and managing both fixed and variable expenses. Implement business strategies to incorporate Digital Solutions offerings into our customer portfolio.
- Develop Continental's Fleet Management sales strategy to target strategic business in the segment, to find new opportunities and increase market share with existing customer base. Work with Field Sales Team to implement this strategy.
- Manage contract processes in close coordination with legal department to ensure all compliance issues are properly maintained according to government and private regulations.
- Act as a liaison between all sales organizations in order to present a single point of contact to customers.
- Individually manage agreed operational KPI's, e.g. expenses, operational forecasting, stock levels, fill rates, tire performance tracking etc., for each account to support the CTA strategies.

#### ADDITIONAL FUNCTIONS:

- Support the marketing department by obtaining competitive information to support the development of strategic initiatives as well as event planning, promotions, etc.
- Collectively act as field intelligence for the sales organizations with respect to product planning process, strategic plan, etc.
- Manage accounts pricing strategy and individually implement this strategy to assigned accounts.



Référence  
**REF79942G**

Domaine fonctionnel  
**Marketing and Sales**

Site  
**Fort Mill**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Hybrid Job**

Unité légale  
**Continental Tire the Americas, LLC**

- Continue to create a unique selling principle to be used by the team to develop new business opportunities.
- Work with Credit Department and Field Sales team on new account opportunities

## **Votre profil**

### **WHAT YOU BRING TO THE ROLE**

- Bachelor's Degree plus 3+ years of sales experience, OR 6+ years of sales experience if no Bachelor's Degree
- Strong Microsoft Office skills, such as Excel and PowerPoint
- Analytical Mindset
- Self-starter/goal oriented
- Must have a high degree of comfort with digital technology, including software devices and programs
- Ability to travel up to 50% within the US
- Must have a valid driver's license
- Legal authorization to work in the US is required. We will not sponsor individuals for employment visas now or in the future, for this job opening

### **ADDITIONAL WAYS TO STAND OUT**

- Tire or Fleet industry experience
- Bachelor's Degree and 5+ years sales experience

## **Notre offre**

### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote Work
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

### **EEO-Statement:**

EEO / AA / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities, where they apply. To be considered, you must apply for a specific position for which Continental

has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

## **A propos de nous**

### **THE COMPANY**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2023, Continental generated preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.

Are you ready to shape the future with us?